

NEW STRATEGIC DIRECTION LEADS TO INCREASED PRODUCTIVITY

ABOUT QUALITY ENCLOSURES. Quality Enclosures, located in Sarasota, Florida, is a family owned and operated manufacturer of shower doors. They employ more than 200 workers with branches in Jacksonville, Florida; Marietta, Georgia; Murfreesboro, Tennessee; Central Islip and Ronkonkoma, New York; and Port Orange, Florida. Their key products are heavy glass enclosures with key markets being new construction and remodeling.

THE CHALLENGE. Quality Enclosures was encountering some uncertainty regarding options for a new strategic direction. Company leadership asked GrowFL to assist with providing data and consulting expertise to clarify and solidify their thinking.

MEP CENTER'S ROLE. As part of GrowFL's work to support manufacturers through FloridaMakes, part of the MEP National Network™, GrowFL provided the company with direction regarding market penetration and tools to define the marketplace. In addition, GrowFL helped the company define a new company culture that led to increased productivity.

"GrowFL was single-handedly the most instrumental tool we used to grow our business and focus our efforts. They definitely make you feel secure. When you wake up at night with problems, you know you have a foundation you can go to in the morning. I would highly recommend it to any business no matter the industry. They're there to help and it's not a waste of anyone's time."

-Steve Schwartz, President

RESULTS



Production increased by **20%**



Eliminating an entire production shift



"Create joy and an everlasting impression."



\$4 million increased/retained sales

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